

20 June 1983

MEMORANDUM FOR: Deputy Director of Training and Education

FROM:

O-ADC/OTE

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SUBJECT: Contract for Human Behavior Modeling Instructor Training

1. Based on a 18 June 1983 meeting with Bob Klaus and a 19 June telephone conversation with Frank Burns, I propose that we contract with Burns' company, Metasystems Design Group, for Human Behavior Modeling (HBM) instructor training and for related services as noted below. Contract cost would be \$20,000, which we should divide with the military. We would also need to obtain Klaus' services from his organization as we have in the past.

2. The contract should provide for the following services:

- a. A three day introduction/screening workshop for potential instructors.
- b. An instructor training program of approximately four weeks broken into one week segments.
- c. Development of written and video training support material.
- d. Supervision of the first presentations by new instructors.
- e. Presentation of HBM to the Career Trainee Development Program in August and possibly in November 1983.
- f. Exploration of other applications of HBM/NLP and Burns' New Patterns of Influence within the Agency.

3. I would anticipate about 10 HBM instructors each from the Agency and from the military. We should begin training this summer, but finding instructor candidates is likely to be a fairly time-consuming process. As we discussed on 17 June, annuitants would be particularly appropriate for this program.

4. If you agree with the above, I will contact Major Eargle to discuss the contracting process.

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*Approved - subject to  
availability of funds  
and cost sharing with DoD.*

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